

Message Text

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42

ACTION AF-05

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /013 W

----- 067926

P R 301156Z SEP 74

FM AMCONSUL IBADAN

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC 1788

AMEMBASSY LAGOS

UNCLAS IBADAN 410

E. O. 11652: N/A

TAGS: BEXP, MI

O

SUBJ: PRIVATE TRADE OPPORTUNITY

REF: WTDR DATEB FEBRUARY, 1974

1. 753/02/P0001

2. 092774

3. P. RAY

4. 753 - NIGERIA

5. IAD

6A. CALL OR CABLE

6B. A. GORDON OKUNSANYA, MANAGING DIRECTOR

6C. CLERIC (NIGERIA) CO.

O

RATIONAL BUILDING

OKE-BOLA

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IBADAN

7. CABLE CLERICO IBADAN; TEL 22615 OG 62944 (AREA CODE 032)

8. --

9. 104-11.

9A. DIRECT SALE RESALE) AND AGENCY (OR REPRESENTATION, DISTRIBUTORSHIP)

10. DESCRIPTION

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38410, 3842-0225. HOSPITAL EQUIPMENT COVERING FULL RANGE OF ITEMS SUCH AS SURGICAL INSTRUMENTS AND RELATED APPLICANCES, GENERAL DIAGNOSTIC EQUIPMENT, THEATRE WARD, X-RAY, AND ANAESTHETIC EQUIPMENT.

BUYER IS PRIMARILY DISTRIBUTOR/IMPORTER OF FULL RANGE OF HOSPITAL EQUIPMENT FROM EUROPEAN COUNTRIES AND INDIA. MEDICAL OFFICERS (U.S. TRAINED) OF SOME HOSPITALS/UNIVERSITIES IN NIGERIA HAVE EXPRESSED PREFERENCE FOR U.S. HOSPITAL EQUIPMENT. EXAMPLE IS SUBJECT ORDER FROM MEDICAL DEPARTMENT OF UNIVERSITY OF IFE. PLANS ARE TO FURNISH AND EQUIP SIX SMALL COMMUNITY HOSPITALS AND, IN THIS CONNECTION, BUYER IS AUTHORIZED TO PROCURE LIST OF ITEMS FOR SUM TOTALING APPROXIMATELY \$225,000.

PROCUREMENT IS IN TWO STAGES: FIRST STAGE INVOLVES SUM OF APPROXIMATELY \$105,000 AND DEADLINE FOR QUOTATIONS IS OCTOBER 4, 1974; SECOND STAGE WILL INVOLVE REMAINDER, \$120,000, AND DEADLINE AS YET UNDETERMINED. BUYER WILL NEED TO PROCURE EQUIPMENT ON 30-90 DAYS CREDIT AFTER DELIVERY.

COMMENT: DEADLINE FOR FIRST STAGE QUOTATIONS IS SHORT AND PURCHASE FOR CREDIT MAY NOT BE ATTRACTIVE TO POTENTIAL U.S. SUPPLIERS. HOWEVER, BUYER HAS GOOD REPUTATION AND POTENTIAL TO BECOME MAJOR IM-
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PORTER. TO CHECK CREDIT-WORTHINESS OF BUYER, WE SUGGEST DOC OR INTERESTED U.S. SUPPLIERS CONFER WITH UNISTRUCT, INC. WHICH, WE UNDERSTAND, HAS PROVIDED SIMILAR CREDIT TERMS TO BUYER FOG \$10,000 OF CONSTRUCTION EQUIPMENT.

BUYER ALSO INTERESTED IN REPRESENTING (AGENT) ONE OR SEVERAL U.S. FIRMS MANUFACTURING HOSPITAL

EQUIPMENT. WE FEEL THAT BUYER'S EXECUTIVE ABILITY
AND NATION-WIDE CONTACTS IN NIGERIA MAKE HIM
POTENTIAL, IMPORTANT DISTRIBUTOR FOR U.S. HOSPITAL
AND LABORATORY EQUIPMENT.
BARR

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Message Attributes

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